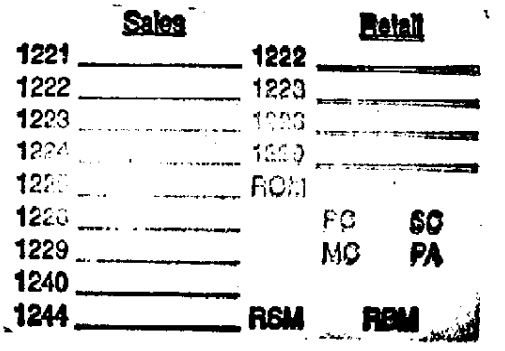
To: 6910 - St. Louis ROU (JOHNSOK4), 6710 - Detroit ROU,
5810 - Houston ROU (HOWARDC), 2910 - Richmond ROU (YOUNGP),
2610 - Dallas ROU, 2310 - S. Florida ROU (FINKLEP), 1210 - New York ROU (ALVICHA),
1110 - Boston ROU(PROVENL)
From: S=Knabb; G=Julie; I=H.; O=msmail; P=rjrt; A=rjrx400; C=us
Posted: 3/26/98 11:52
Opened: 3/26/98 12:46
Subject: 1998 Wholesale Partners Program (Base S

Microsoft Mail v3.0 (MAPI 1.0 TransportA) IPM.Microsoft Mail.Note
From: Knabb, Julie H.
To: 1110 - Boston ROU
1210 - New York ROU
2310 - Florida ROU
2610 - Dallas ROU
2910 - Richmond ROU
5810 - Houston ROU
6710 - Detroit ROU
6910 - St. Louis ROU
Cc: Gomez, Ray T.
Fitzgerald, Don P.
Odom, J. Tom
Ellegate, John J.
Qualkinbush, Steve R.



Subject: 1998 Wholesale Partners Program (Base SOM for NEW Accounts)
Date: 1998-03-26 11:52
Priority: 5
Message ID: E61C2DFE3BC4D1119FCE00805FE5605F
Conversation ID: 1998 Wholesale Partners Program (Base SOM for NEW Accounts)
Attachments:
98BASE.DOC

TO: RBM's

[[98BASE.DOC : 4146 In 98BASE.DOC]]

CC: S=Qualkinbush; G=Steve; I=R.; O=msmail; P=rjrt; A=rjrx400; C=us
S=Ellegate; G=John; I=J.; O=msmail; P=rjrt; A=rjrx400; C=us
S=Odom; G=J. Tom; O=msmail; P=rjrt; A=rjrx400; C=us
S=Fitzgerald; G=Don; I=P.; O=msmail; P=rjrt; A=rjrx400; C=us
S=Gomez; G=Ray; I=T.; O=msmail; P=rjrt; A=rjrx400; C=us

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1st Half 1998 Wholesale Partners Program

BASE SOM OBJECTIVES for new Program participants and Program participants that were unable to report the minimum weeks required to qualify performance results in the previous Program period have been calculated and will be available via Mercury on **Monday, March 31, 1998**.

The 1998 Wholesale Partners Program includes a QUARTER 1 payment for CATEGORY 2 share performance. If the Base RJR Share of Market and Savings Share of Category are not established by the end of 1st Quarter, then the share performance for CATEGORY 2 can not be measured for payment.

The following Direct Accounts do not have 8 weeks of data reported during January-February, therefore, BASE SOM OBJECTIVES have NOT been established.

Reg/Div	Account #	Account Name
1126	163880	James J. Duffy, Inc.
1229	101250	Center Candy Corporation
2326	004870	Associated Grocers of Fla., Inc.
2629	623300	Summit Tobacco Company, Inc.
2925	616440	Sterling Grocery Company, Inc.
5828	763497	D & R Wholesale Tobacco
6722	135510	Ronald L. Crawford
6939	392040	M G H Wholesale Grocery, Inc.

Please follow-up with the RJR Managers responsible for these accounts. When the required 8 weeks of data (January-February) has been received the RJR Manager should contact Julie Knabb at ext. #7754 to establish the SOM Bases. If the Direct Account is to receive a Quarter 1 payment for CATEGORY 2, this should be done prior to **April 8, 1998**.

Thanks for your help.

Julie

Julie Knabb

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